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Illinois
Blagojevich, Governor



Department of Commerce
and Economic Opportunity
Jack Lavin, Director

Illinois Procurement Technical Assistance Center



Annual Report 2007

2007

Illinois Procurement

For twenty three years, the Illinois Procurement Technical Assistance Center (PTAC) has been a leader in helping the small business community through the process of Government contracting. As a key component of the Illinois Entrepreneurship Network (IEN), the Procurement Technical Assistance Center is supported by the Illinois Department of Commerce and Economic Opportunity (IDCEO) and is a resource partner of the Department of Defense's (DoD's) Defense Logistics Agency (DLA). The PTAC provides state-wide contracting assistance to Illinois businesses interested in doing business with the government.

The information contained in this Annual Report depicts the services available and provided during calendar year 2007 through the Illinois Procurement Technical Assistance Centers.

Procurement Technical Assistance Centers Provide:

- Assistance with bid applications
- Targeted contracting opportunities
- Bar code and packaging information
- Government standards and specifications
- Quality assistance guidelines
- Contract administration information
- Radio Frequency Identification/Unique Identification (RFID)/(UID)
- Assistance with certifications
- Advise and assist with post awards functions
- Assist with eBusiness technologies
- Assist with subcontracting opportunities
- Provide training opportunities

2007 Economic Impact

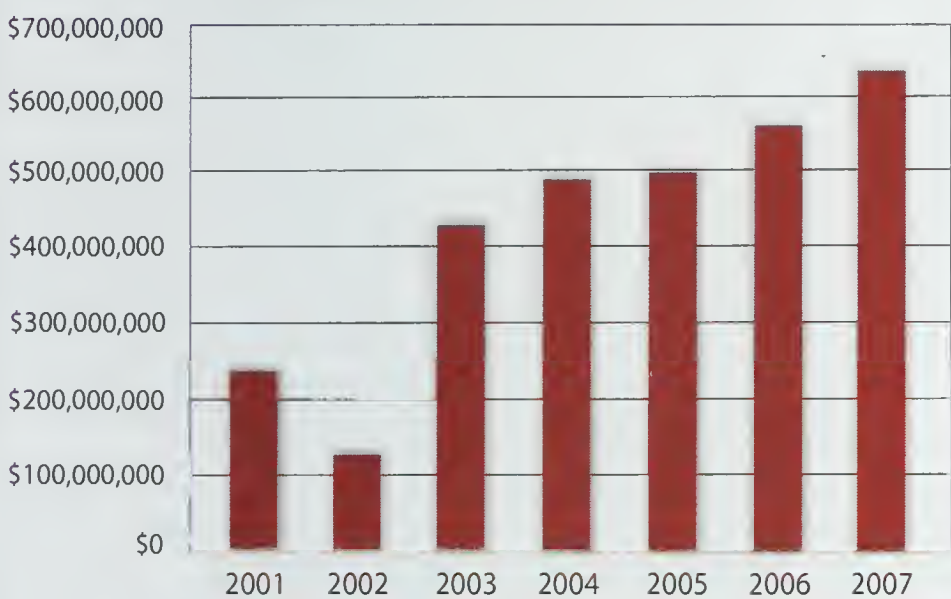
- 825 Jobs created
- 2,855 Jobs retained
- 1,606 Contracts won
- \$638,258,055 Value of Contracts won

ment Technical Assistance

The dollar value of contracts won results in a return-on-investment of \$349 for every tax dollar spent on this program.

Historical Economic Impact

Dollar Value of Contracts Won by Clients



"Since we started working with the PTAC office, we have gone from a small but hopeful company to a company with several government contracts and lots of opportunities on the horizon"

Shanda M. Forinash
VP, Daltak, Inc.

Illinois Entrepreneurship Network

The mission of the Illinois Entrepreneurship Network is to provide comprehensive business assistance, training, information, advocacy and access to critical resources to help Illinois small businesses and start-up entrepreneurs enhance their competitiveness and ability to succeed in a rapidly changing, global economy.

Illinois Small Business Development Center (SBDC)

The Illinois SBDC has been a leader in helping the small business community. As a key component of the IEN, SBDC is supported by the Illinois Department of Commerce and Economic Opportunity and is a resource partner of the U.S. Small Business Administration. The SBDC provides statewide business assistance services to new and expanding businesses.

Through the Illinois SBDC and IEN, a variety of free services are available to assist pre-ventures and growing Illinois companies. Services include:

- Business management assistance
- Technical training resources
- Market information
- Assistance with financial analysis
- Business education and workshops
- eBusiness services

The IEN also provides specialized business services for particular sectors of our state's economy.

Illinois SBDC International Trade Centers (ITC)

- Evaluation of a company's export readiness
- Easy access to foreign markets
- Pricing and transportation Information
- Foreign trade activities and trade show schedules
- International market resources and trade leads
- Specialized assistance through NAFTA Opportunity Centers

Illinois Entrepreneurship Network Business Information Center

Located in DCEO, the IEN Business Information Center is the single statewide resource for individuals and businesses to obtain comprehensive regulatory and permitting information. In addition, Business Information Center staff provide professional guidance to entrepreneurs by linking them to state and local resources.

Small Business Environmental Assistance Program

Located in a non-regulatory agency, the Small Business Environmental Assistance Program helps small businesses understand environmental requirements. Services include:

- Confidential compliance assistance
- Toll-free help line
- Free quarterly newsletter Clean Air Clips
- Easy-to-read fact sheets and guides
- Directories of environmental resources and consultants
- Workshops
- Environmental Recordkeeping Calendars
- Permit applications on the DCEO Web site: www.ienconnect.com

Entrepreneurship Centers (EC)

The ECs assess, assist and accelerate the potential of entrepreneurial ventures by providing targeted assistance to high growth companies including:

- Access to capital
- Product licensing
- Access to networks
- Access to technology
- Challenge grant awards

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ILLINOIS PROCUREMENT TECHNICAL ASSISTANCE CENTER

The Procurement Technical Assistance Center (PTAC) program is funded by the Illinois Department of Commerce and Opportunity through a cooperative agreement with the Defense Logistics Agency as a service to those members of the Illinois business community interested in selling a product or service to the government (Federal, State, Local).

Illinois Department of Commerce
and Economic Opportunity

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